

FIG. 1
(Prior Art)

	Jan		Feb		Mar		Quarter 1	
	actuals	variance	actuals	variance	actuals	variance	actuals	variance
skin care	4,156	1.01	4,572	1.01	5,034	1.01	3,846	1.01
soap	2,517		2,769	1.00	3,051	1.00	8,391	1.00
rose water soap	1,342	0.99	1,476	0.99	1,629	66.0	4,472	0.99
olive oil soap	1,175	1.02	1,293	1.02	1,427	1.02	3,919	1.02
lotion	1,639		1,803	1.03	1,988	1.03	5,455	1.03
hypoallerg. lotion	1,639		1,803	1.03	1,988	1.03	5,455	1.03
furniture	4,953	1.06	5,448	1.06	5,998	1.06	16,484	
office	3,796	1.09	4,176	1.09	4,598	1.09	12,625	
bookshelves	1,501	0.99	1,651	0.99	1,821	0.99	4,998	0.99
dividers	2,295	1.16	2,525	1.06	2,782	1.16	7,626	1.06
home	1,157	0.99	1,273	0.99	1,405	0.99	3,860	0.99
mattresses	1,157	0.99	1,273	0.99	1,405	66'0	3,860	0.99
All products	9,109	1.04	10,020	1.04	11,027	1.04	30,331	1.04

FIG. 2

Sales	Jan		Feb		Mar		Quarter 1	
All products	actuals	variance	actuals	variance	actuals	variance	actuals	variance
Northeast	4,369	1.02	4,806	1.02	5,291	1.02	14,551	1.02
Ridgewood	1,995	1.04	2,184	1.04	2,407	1.04	9,600	1.04
Newbury	1,824	1.01	2,006	1.01	2,212	1.01	6,067	
Avon	995	0.97	616	76.0	683	0.97	1,884	
Midwest	4,740	1.06	5,214	1.06	5,740	1.06	15,779	1.06
Francis	2,643	1.11	2,907	1.11	3,203	1.11	8,778	1.11
Nikki's	1,390	1.00	1,529	1.00	1,687	1.00	4,631	1.00
Roger's	707	1.00	778	1.00	098	1.00	2,370	1.00
All companies	9,109	1.04	10,020	1.04	11,027	1.04	30,331	1.04

FIG. 3 (Prior Art)

able) theast theast theast west west west on table) Prod. type soap lotion office	(dimension table) Northeast Northeast Northeast Northeast Midwest Midwest Midwest Midwest Midwest Midwest Land Drance Land L		Company	B&B	B&B	B&B RASE SALES DATA (fact table)	Month :4 Page :4 Commission	lo sales Cos	1 1 actuals 285	1 1 plans 280	1 1 2 actuals 270 260	 s 350		1 1 4 actuals 220 230	1 1 5 actuals 480 400	1 1 5 plans 450 380	1 1 6 actuals 380 370	1 1 6 plans 390 375	1 2 1 plans 308 253		6 actuals 1,199.28 1,168.14	F10tr. group 6 12 6 plans 1,230.42 1,183.71	skin care	skin care	furniture	7 - 11 -
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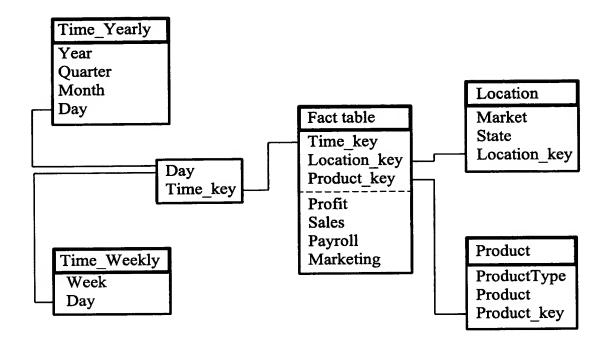


FIG. 5 (Prior Art)

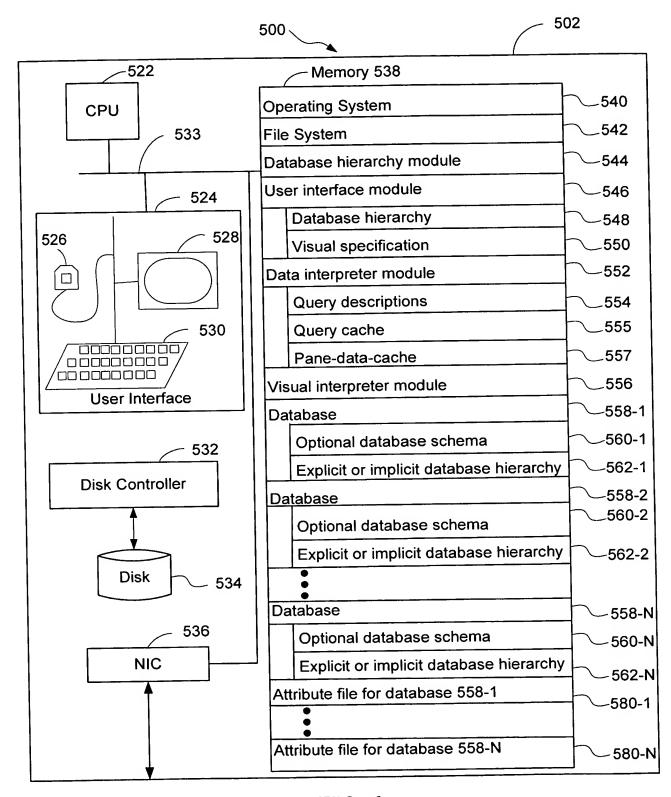


FIG. 6

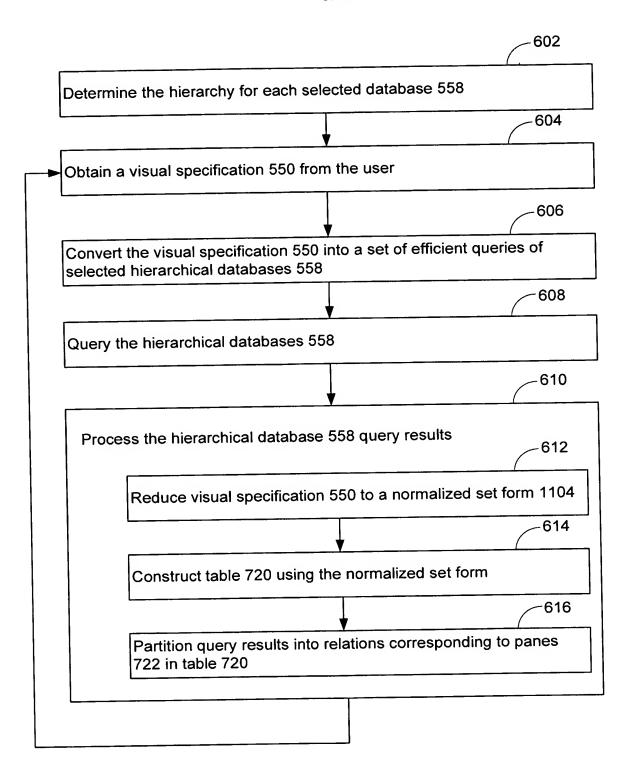
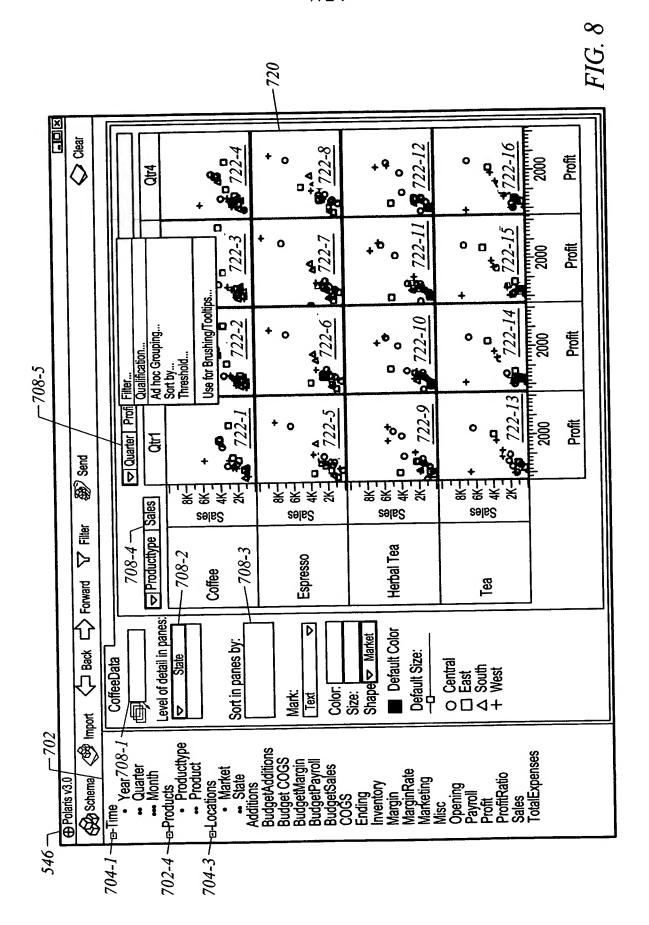
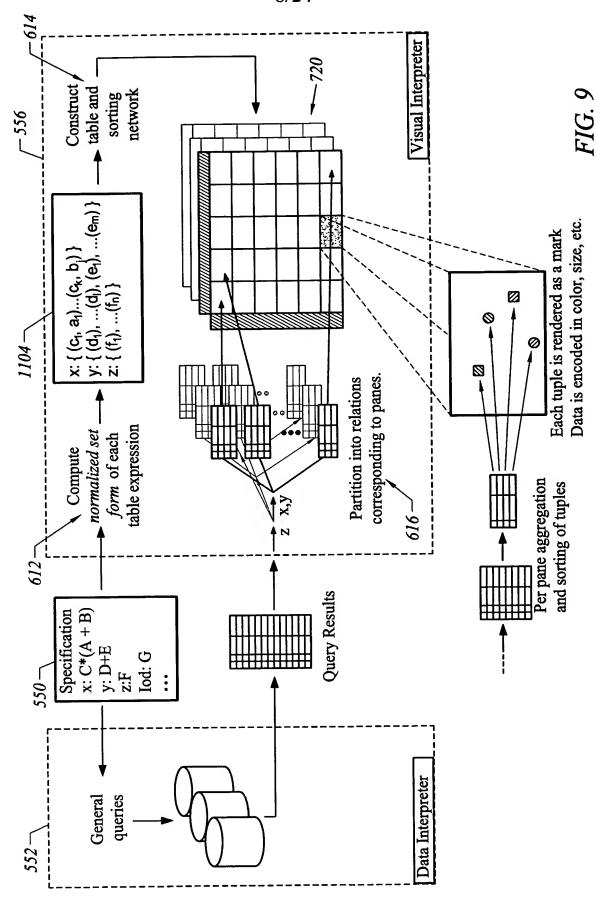


FIG. 7





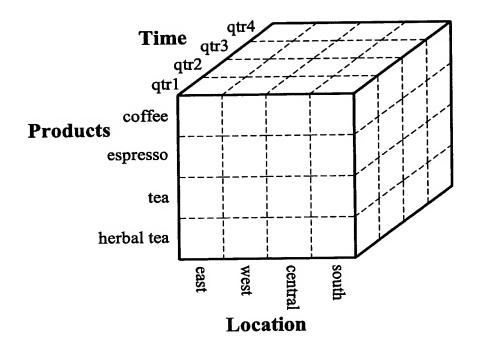
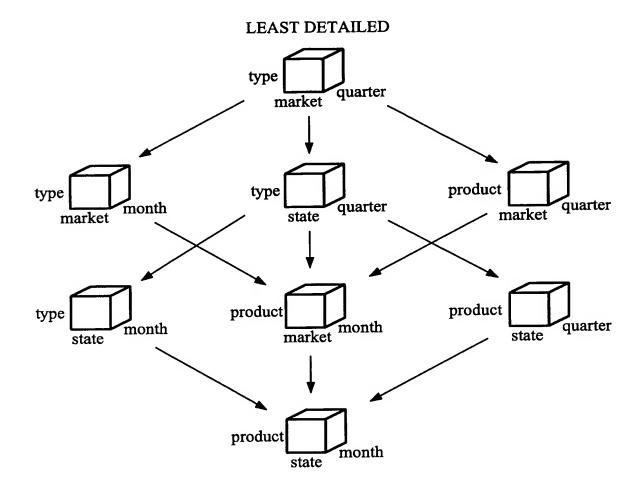
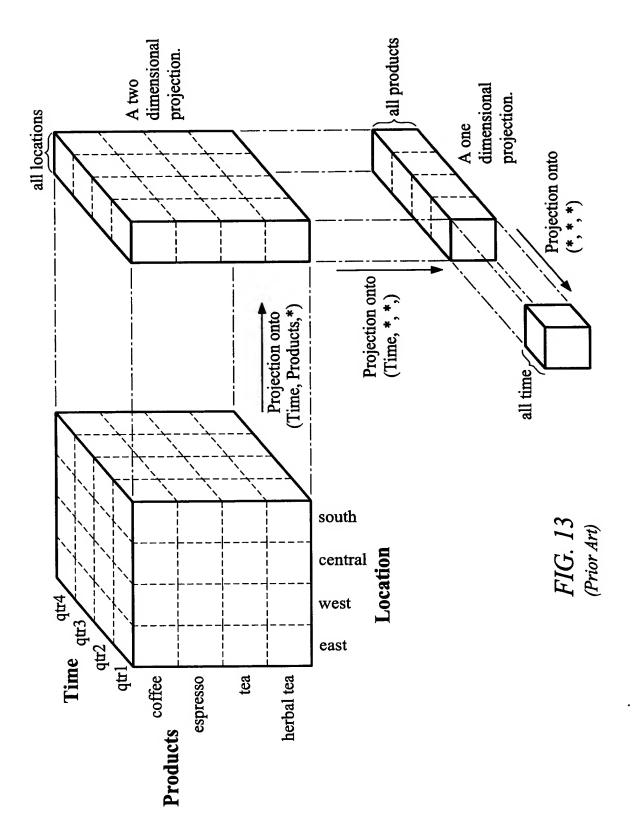


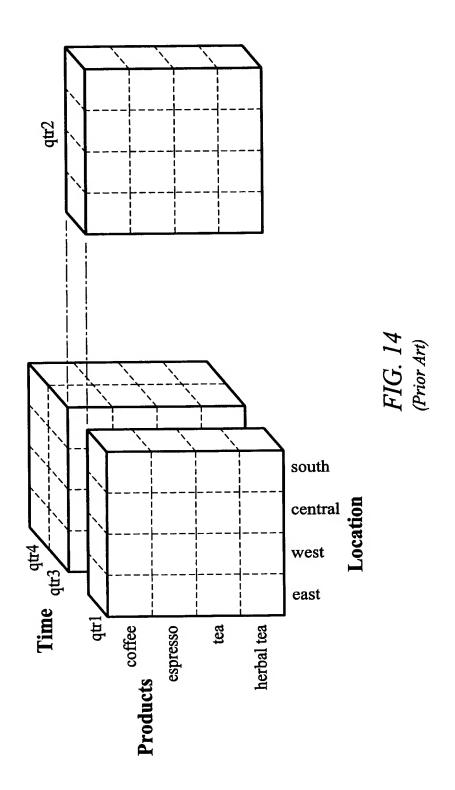
FIG. 11 (Prior Art)

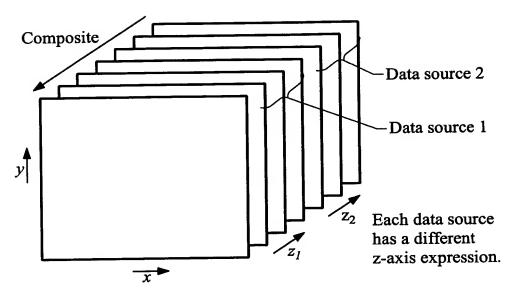


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FIG. 12 (Prior Art)

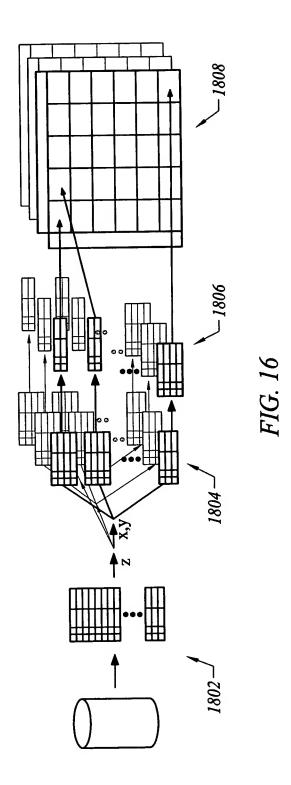






Data sources share x- and y-axis expressions.

FIG. 15



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